

MANATEE COUNTY GOVERNMENT

BRADENTON AREA CONVENTION & VISITORS BUREAU  
(BACVB)



VISIT FLORIDA PARTNER FINANCIAL INFORMATION

JULY 1, 2020

RCVD AUG 7 '20 <sup>LT</sup>

# REVENUES

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)  
**REVENUES**  
FOR THE YEAR TO DATE ENDING 9/30/2019

	<b>FY2019 ACTUAL</b>
<b>Revenues</b>	
Tourist Development Tax (4 cents) *	\$ 12,694,231
FL Arts License Plate (Specialty Arts Tag) (Manatee)	\$ 17,262
Interest Income	350,323
Contributions - Cultural/Recreation - FSF Grants	77,500
Contributions - Physical Environment Operating Grants	93,379
Miscellaneous Revenues	211
<b>Total Revenues</b>	<b>\$ 13,232,906</b>

\* Of the five cents collected on every dollar, four cents are used for marketing and promoting of tourism interests in Manatee County, and the remaining one cent is used for beach renourishment. The one cent for beach renourishment is accounted for in a separate fund and department of Manatee County.

# OPERATING BUDGET

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2019

	<b>FY2019 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Constitutional officers' budgets	\$ 337,546.00
<b>Total for CVB-Tax Collector</b>	<b>337,546.00</b>
 <b>CVB Direct Marketing</b>	
Other contractual services	1,278,900.00
Telephone	6,480.00
Postage	6,900.00
Rents and leases	5,000.00
Printing & binding	80,000.00
Advertising	1,733,646.00
Operating supplies & expense	500
<b>Total for Direct Marketing</b>	<b>3,111,426.00</b>
 <b>CVB Administration</b>	
Regular salaries and wages	550,168.00
Other salaries and wages	26,280.00
Overtime	2,293.00
FICA taxes	42,072.00
Retirement contributions	41,541.00
Health insurance	115,310.00
Life insurance	1,573.00
Long-term disability	1,573.00
Flex benefits	3,045.00
Attorneys fees	10,125.00
Other contractual services	3,500.00
Indirect cost services	445,022.00
Temporary Employment Services	18,771.00
Travel and per diem	21,011.00
In County Travel Cost	3,506.00
Telephone	4,000.00
Postage	1,000.00
In-house Communication Charges	800
Rents and leases	41,820.00
Vehicle Recovery Charge	3,230.00
Data System Recovery Charge	3,800.00
Insurance	3,439.00
Vehicle maintenance	1,200.00
Automated systems maintenance	5,900.00
Printing & binding	3,500.00
In-house copying and printing	500
Awards	350
Advertising	350
Office Supplies	6,500.00
Operating supplies & expense	11,825.00
Software	500
Uniforms	2,310.00
Gas, Oil & Tires	500

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2019

	<b>FY2019 ADOPTED</b>
<b>Tax Collector-CVB</b>	
In-house Fuel Charges	629
Books/Publications/Subscriptions/Memberships	51,827.00
Education	16,174.00
<b>Total for CVB Administration</b>	<b>1,445,944.00</b>
 <b>CVB Promotions</b>	
Other contractual services	250,000.00
Travel and per diem	44,700.00
In County Travel Cost	350
Rents and leases	5,674.00
Promotional activities	669,020.00
Awards	280
Operating supplies & expense	500
Software	9,000.00
Uniforms	600
Gas, Oil & Tires	500
<b>Total for CVB Promotions</b>	<b>980,624.00</b>
 <b>CVB-Sports Marketing</b>	
Other contractual services	7,000.00
Travel and per diem	9,360.00
In County Travel Cost	900
Postage	500
Promotional activities	294,040.00
Advertising	24,500.00
Office Supplies	500
Uniforms	350
Books/Publications/Subscriptions/Memberships	2,795.00
<b>Total for Sports Marketing</b>	<b>339,945.00</b>
 <b>CVB-Arts &amp; Culture Segment</b>	
Regular salaries and wages	57,715.00
FICA taxes	4,415.00
Retirement contributions	4,571.00
Health insurance	31.00
Life insurance	173
Long-term disability	173
Flex benefits	350
Data System Recovery Charge	500
Automated systems maintenance	660
Promotional activities	50,000.00
Office Supplies	500
Operating supplies & expense	500
<b>Total for Arts &amp; Culture Segment</b>	<b>119,588.00</b>
 <b>PSC Sports Marketing</b>	
Regular salaries and wages	84,256

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2019

	<b>FY2019 ADOPTED</b>
<b>Tax Collector-CVB</b>	
FICA taxes	6,446
Retirement contributions	6,673
Health insurance	19,060
Life insurance	252
Long-term disability	252
Flex benefits	543
Healthy habits	964
Other contractual services	50,000
Travel and per diem	1,650
In County Travel Costs	964
Promotion Activities	2,000
Operating supplies & expense	2,475
Uniforms	500
<b>Total for Tourist Information Center</b>	<b>176,035.00</b>
<b>Tourist Info Center-CVB</b>	
Health insurance	2,002.00
Other contractual services	91,950.00
Rents and leases	4,800.00
Advertising	90,000.00
Operating supplies & expense	5,000.00
<b>Total for Tourist Information Center</b>	<b>193,752.00</b>
<b>Other Civic Enterprises-CVB</b>	
Aids to governmental agencies	400,000.00
Aid to private organizations	630,000.00
<b>Total for Other Civic Enterprises</b>	<b>1,030,000.00</b>
<b>Beach Clean-Up</b>	
Regular salaries and wages	43,398.00
FICA taxes	3,320.00
Retirement contributions	3,438.00
Health insurance	14,007.00
Life insurance	130
Long-term disability	130
Flex benefits	700
Other contractual services	86,186.00
Indirect cost services	1,701.00
Utility services	103,618.00
Vehicle Recovery Charge	23,460.00
Insurance	100
Vehicle maintenance	12,344.00
Operating supplies & expense	75,893.00
In-house Fuel Charges	5,000.00
<b>Total for Beach Clean-Up</b>	<b>373,425.00</b>

**Beach Maintenance & Improvement**

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2019

	<b>FY2019 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Regular salaries and wages	125,388.00
Overtime	1,200.00
FICA taxes	9,138.00
Retirement contributions	9,931.00
Health insurance	21,576.00
Life insurance	378
Long-term disability	378
Flex benefits	753
Professional services	42,526.00
Attorneys fees	1,000.00
Other contractual services	70,000.00
Indirect cost services	2,896.00
Travel and per diem	4,500.00
Vehicle Recovery Charge	44,964.00
Vehicle maintenance	45,098.00
Operating supplies & expense	2,000.00
Uniforms	200
In-house Fuel Charges	10,000.00
Books/Publications/Subscriptions/Memberships	7,100.00
Education	1,600.00
<b>Total for Beach Maintenance Improvements</b>	<b>400,626.00</b>
 <b>Tourist Tax-OtherDebtSvc-Admin</b>	
Interest	17,000.00
<b>Total for Tourist Tax-Other</b>	<b>17,000.00</b>
 <b>Transfers-CVB</b>	
Transfer to General Fund	500,000.00
Transfer to Convention Center	600,000.00
<b>Total for Transfers</b>	<b>1,100,000.00</b>
 <b>TOTAL OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND</b>	 <b>\$ 9,625,911.00</b>



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Indirect cost services	445,022.00
Temporary Employment Services	18,771.00
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In County Travel Cost	3,506.00
Telephone	4,000.00
Postage	1,000.00
In-house Communication Charges	800
Rents and leases	41,820.00
Vehicle Recovery Charge	3,230.00
Data System Recovery Charge	3,800.00
Insurance	3,439.00
Vehicle maintenance	1,200.00
Automated systems maintenance	5,900.00
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Operating supplies & expense	11,825.00
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Uniforms	2,310.00
Gas, Oil & Tires	500

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Travel and per diem	44,700.00
In County Travel Cost	350
Rents and leases	5,674.00
Promotional activities	669,020.00
Awards	280
Operating supplies & expense	500
Software	9,000.00
Uniforms	600
Gas, Oil & Tires	500
<b>Total for CVB Promotions</b>	<b>980,624.00</b>
 <b>CVB-Sports Marketing</b>	
Other contractual services	7,000.00
Travel and per diem	9,360.00
In County Travel Cost	900
Postage	500
Promotional activities	294,040.00
Advertising	24,500.00
Office Supplies	500
Uniforms	350
Books/Publications/Subscriptions/Memberships	2,795.00
<b>Total for Sports Marketing</b>	<b>339,945.00</b>
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Regular salaries and wages	57,715.00
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Retirement contributions	6,673
Health insurance	19,060
Life insurance	252
Long-term disability	252
Flex benefits	543
Healthy habits	964
Other contractual services	50,000
Travel and per diem	1,650
In County Travel Costs	964
Promotion Activities	2,000
Operating supplies & expense	2,475
Uniforms	500
<b>Total for Tourist Information Center</b>	<b>176,035.00</b>
<b>Tourist Info Center-CVB</b>	
Health insurance	2,002.00
Other contractual services	91,950.00
Rents and leases	4,800.00
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Operating supplies & expense	5,000.00
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<b>Beach Clean-Up</b>	
Regular salaries and wages	43,398.00
FICA taxes	3,320.00
Retirement contributions	3,438.00
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Retirement contributions	9,931.00
Health insurance	21,576.00
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Long-term disability	378
Flex benefits	753
Professional services	42,526.00
Attorneys fees	1,000.00
Other contractual services	70,000.00
Indirect cost services	2,896.00
Travel and per diem	4,500.00
Vehicle Recovery Charge	44,964.00
Vehicle maintenance	45,098.00
Operating supplies & expense	2,000.00
Uniforms	200
In-house Fuel Charges	10,000.00
Books/Publications/Subscriptions/Memberships	7,100.00
Education	1,600.00
<b>Total for Beach Maintenance Improvements</b>	<b>400,626.00</b>
 <b>Tourist Tax-OtherDebtSvc-Admin</b>	
Interest	17,000.00
<b>Total for Tourist Tax-Other</b>	<b>17,000.00</b>
 <b>Transfers-CVB</b>	
Transfer to General Fund	500,000.00
Transfer to Convention Center	600,000.00
<b>Total for Transfers</b>	<b>1,100,000.00</b>
 <b>TOTAL OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND</b>	 <b>\$ 9,625,911.00</b>

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BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2020

	<b>FY2020 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Constitutional officers' budgets	\$ 374,934
<b>Total for CVB-Tax Collector</b>	<b>374,934</b>
 <b>CVB Direct Marketing</b>	
Other contractual services	1,536,718
Telephone	6,480
Postage	6,900
Rents and leases	5,000
Printing & binding	80,000
Advertising	2,036,900
Operating supplies & expense	500
<b>Total for Direct Marketing</b>	<b>3,672,498</b>
 <b>CVB Administration</b>	
Regular salaries and wages	597,727
Other salaries and wages	68,471
Overtime	2,300
FICA taxes	45,418
Retirement contributions	46,511
Health insurance	128,375
Life insurance	1,819
Long-term disability	1,819
Flex benefits	3,395
Other contractual services	3,500
Indirect cost services	294,592
Travel and per diem	21,015
In County Travel Cost	5,300
Telephone	4,250
Postage	750
In-house Communication Charges	800
Rents and leases	37,400
Vehicle Recovery Charge	3,341
Data System Recovery Charge	5,232
Insurance	5,082
Vehicle maintenance	1,200
Automated systems maintenance	6,951
Printing & binding	3,500
In-house copying and printing	500
Awards	350
Advertising	350
Office Supplies	6,500
Operating supplies & expense	13,845
Refreshments	300
Software	750
Uniforms	2,310
Gas, Oil & Tires	500

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2020

	<b>FY2020 ADOPTED</b>
<b>Tax Collector-CVB</b>	
In-house Fuel Charges	417
Books/Publications/Subscriptions/Memberships	71,496
Education	13,800
<b>Total for CVB Administration</b>	<b>1,399,866</b>
<b>CVB Promotions</b>	
Other contractual services	202,000
Travel and per diem	49,500
Rents and leases	3,674
Promotional activities	870,122
Operating supplies & expense	800
Software	10,500
Uniforms	600
Gas, Oil & Tires	300
<b>Total for CVB Promotions</b>	<b>1,137,496</b>
<b>CVB-Sports Marketing</b>	
Other contractual services	32,120
Travel and per diem	26,850
Promotional activities	374,000
Advertising	25,000
<b>Total for Sports Marketing</b>	<b>457,970</b>
<b>CVB-Arts &amp; Culture Segment</b>	
Regular salaries and wages	44,428
FICA taxes	3,399
Retirement contributions	3,670
Health insurance	12,297
Life insurance	137
Long-term disability	137
Flex benefits	350
Data System Recovery Charge	638
Automated systems maintenance	731
Promotional activities	50,000
Books/Publications/Subscriptions/Memberships	310
<b>Total for Arts &amp; Culture Segment</b>	<b>116,097</b>
<b>Premier Sports Campus - Sports Marketing</b>	
Regular salaries and wages	85,474
FICA taxes	6,539
Retirement contributions	7,061
Health insurance	5,267
Life insurance	264
Long-term disability	264
Flex benefits	543
Other Contractual Services	38,694

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2020

	<b>FY2020 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Travel & Per Diem	9,650
Data System Recovery Charge	234
Automated systems maintenance	350
Promotional activities	15,895
Operating supplies & expense	5,000
Uniforms	400
Education	400
<b>Total for Premier Sports Campus - Sports Marketing</b>	<b>176,035</b>
<b>Tourist Info Center-CVB</b>	
Other contractual services	113,950
Rents and leases	5,000
Advertising	90,000
Operating supplies & expense	5,000
<b>Total for Tourist Information Center</b>	<b>213,950</b>
<b>Other Civic Enterprises-CVB</b>	
Aids to governmental agencies	450,000
Aid to private organizations	630,000
<b>Total for Other Civic Enterprises</b>	<b>1,080,000</b>
<b>Beach Clean-Up</b>	
Regular salaries and wages	43,681
FICA taxes	3,341
Retirement contributions	3,608
Health insurance	7,022
Life insurance	135
Long-term disability	135
Flex benefits	700
Other contractual services	63,072
Indirect cost services	1,419
Telephone	160
Utility services	132,477
Vehicle Recovery Charge	13,612
Insurance	18
Vehicle maintenance	8,040
Operating supplies & expense	160,570
Uniforms	400
In-house Fuel Charges	9,110
<b>Total for Beach Clean-Up</b>	<b>447,500</b>
<b>Beach Maintenance &amp; Improvement</b>	
Regular salaries and wages	125,537
Overtime	1,200
FICA taxes	8,987
Retirement contributions	10,370

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
FY2020

	<b>FY2020 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Health insurance	20,269
Life insurance	389
Long-term disability	389
Flex benefits	648
Other contractual services	65,000
Indirect cost services	2,415
Travel and per diem	3,000
Vehicle Recovery Charge	50,152
Vehicle maintenance	47,112
Automated systems maintenance	31
Operating supplies & expense	500
Uniforms	250
Gas, Oil & Tires	100
In-house Fuel Charges	4,275
Books/Publications/Subscriptions/Memberships	7,100
Education	1,000
<b>Total for Beach Maintenance Improvements</b>	<b>348,724</b>
 <b>Tourist Tax-OtherDebtSvc-Admin</b>	
Interest	70,000
<b>Total for Tourist Tax-Other</b>	<b>70,000</b>
 <b>Transfers-CVB</b>	
Transfer to General Fund	500,000
Transfer to Convention Center	600,000
Transfer to Parks & Recreation	100,000
Transfer to Parks & Recreation (Capital Projects)	3,550,769
<b>Total for Transfers</b>	<b>4,750,769</b>
 <b>TOTAL OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND</b>	<b>14,245,839</b>



**EMPLOYEE  
&  
TOURIST  
DEVELOPMENT  
COUNCIL  
INFORMATION**

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)  
**EMPLOYEE SALARY LISTING**  
2020

JOB TITLE	HOURLY RATE	ANNUAL SALARY	BENEFITS	TOTAL SALARY
COMMUNICATIONS MANAGER-TOURISM	\$35.16	\$73,132.80	\$32,090.83	\$105,223.63
DIRECTOR - CVB/CONVENTION CENTER	\$70.15	\$145,912.00	\$70,439.20	\$216,351.20 allocated 80%
EVENT SUPERVISOR	\$18.66	\$38,812.80	\$25,881.09	\$64,693.89 allocated 75%
FISCAL TECHNICIAN	\$18.43	\$38,334.40	\$25,790.22	\$64,124.62
MARKETING AND OUTREACH SPECIALIST	\$29.03	\$60,382.40	\$23,894.62	\$84,277.02
MARKETING REPRESENTATIVE	\$26.53	\$55,182.40	\$22,928.64	\$78,111.04
MARKETING SPECIALIST	\$23.27	\$48,401.60	\$15,870.02	\$64,271.62
OUTREACH & EVENTS SPECIALIST	\$22.50	\$46,800.00	\$15,593.70	\$62,393.70
SENIOR ADMINISTRATIVE SPECIALIST	\$24.07	\$50,065.60	\$25,928.52	\$75,994.12
SENIOR CVB MANAGER	\$42.59	\$88,587.20	\$24,672.05	\$113,259.25 allocated 90%
SENIOR FISCAL SERVICES MANAGER	\$39.80	\$82,784.00	\$33,837.59	\$116,621.59
TRAVEL TRADE & INDUSTRY RELATIONS MANAGER	\$25.38	\$52,790.40	\$16,708.59	\$69,498.99

Source: Cost per Hour Report as of 7/22/2020

**MANATEE COUNTY  
TOURIST DEVELOPMENT COUNCIL MEMBERS  
2019**

**Elected Officials**

Carol Whitmore, **Chairman**  
Tourist Development Council  
P.O. Box 1000  
748-4501 x3708  
e-mail: carol.whitmore@mymanatee.org  
\*January, 2020

Wayne Poston, Mayor  
City of Bradenton  
Caller Service 25015  
Bradenton, FL 34206  
932-9450  
e-mail: wayne.poston@cityofbradenton.com  
\*June, 2020

Doug Copeland, Commissioner  
City of Anna Maria  
708 N. Bay Blvd., P.O. Box 1264  
Anna Maria, FL 34216  
941-778-9205  
e-mail: amcommcopeland@cityofannamaria.com  
\*June, 2020

**Interested Citizens**

Jack Rynerson  
70 Tidy Island Blvd.  
Bradenton, FL 34210  
794-1289  
e-mail: jrynerson@aol.com  
\*June, 2022

Vernon DeSear  
1209 3<sup>rd</sup> St. Dr. E.  
Palmetto, FL 34221  
745-7306  
e-mail: vernon.desear@mmhhs.com  
\*June, 2022

**Hoteliers**

Jiten Patel  
Holiday Inn Sarasota-Bradenton Airport  
8009 15<sup>th</sup> St. E.  
Sarasota, FL 34243  
355-9000 cell: 941-962-7600  
e-mail: bradentonhie@gmail.com  
\*June, 2021

Ed Chiles  
The Waterline Hotel and Beach Inn  
P.O. Box 1478  
Anna Maria, FL 34216  
778-1696  
e-mail: echiles@chilesgroup.com  
\*June, 2021

Eric Cairns  
Cedar Cove Resort  
2710 Gulf Drive  
Holmes Beach, FL 34217  
778-1010  
e-mail: info@cedarcoversort.com  
\*June, 2021

Barbara Baker  
Anna Maria Island Resorts  
300 Bay Drive S.  
Bradenton Beach, FL 34217  
778-0156 x119  
e-mail: barbara@annamariaislandresorts.net  
\*June, 2021

**ALL TDC advisory members are unpaid volunteers.**

\* = Term expiration

Updated: 4/25/2019

**MANATEE COUNTY  
TOURIST DEVELOPMENT COUNCIL MEMBERS  
2020**

**Elected Officials**

Misty Servia, **Chairman**  
Tourist Development Council  
P.O. Box 1000  
941-748-4501 x3708  
e-mail: misty.servia@mymanatee.org  
\*January, 2021

Wayne Poston, **Mayor**  
City of Bradenton  
Caller Service 25015  
Bradenton, FL 34206  
941-932-9450  
e-mail: wayne.poston@cityofbradenton.com  
\*June, 2020

Shirley Groover Bryant, **Mayor**  
City of Palmetto  
516 8<sup>th</sup> Ave. W.  
Palmetto, FL 34221  
941-723-4570  
e-mail: mayor@palmettofl.org  
\*June, 2020

**Interested Citizens**

Jack Rynerson  
70 Tidy Island Blvd.  
Bradenton, FL 34210  
941-794-1289  
e-mail: jrynerson@aol.com  
\*June, 2022

Vernon DeSear  
1209 3<sup>rd</sup> St. Dr. E.  
Palmetto, FL 34221  
941-745-7306  
ceo@manateememorialfoundation.com  
\*June, 2022

**Hoteliers**

Jiten Patel  
Holiday Inn Sarasota-Bradenton Airport  
8009 15<sup>th</sup> St. E.  
Sarasota, FL 34243  
355-9000 cell: 941-962-7600  
e-mail: bradentonhie@gmail.com  
\*June, 2021

Ed Chiles  
The Waterline Hotel and Beach Inn  
P.O. Box 1478  
Anna Maria, FL 34216  
778-1696  
e-mail: echiles@chilesgroup.com  
\*June, 2021

Eric Cairns  
Cedar Cove Resort  
2710 Gulf Drive  
Holmes Beach, FL 34217  
778-1010  
e-mail: info@cedarcoversort.com  
\*June, 2021

Barbara Baker  
Anna Maria Island Resorts  
300 Bay Drive S.  
Bradenton Beach, FL 34217  
778-0156 x119  
e-mail: barbara@annamariaislandresorts.net  
\*June, 2021

**ALL TDC advisory members are unpaid volunteers.**

\* = Term expiration

Updated: 1/14/2020

**EXPENDITURES  
COORDINATED  
WITH VISIT  
FLORIDA**

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)  
**VISIT FLORIDA (VF) RELATED/PARTNERSHIP EXPENDITURES**  
FY2019 (For the period ended 09/30/2019)

MONTH	DESCRIPTION	DATE	AMOUNT	PURPOSE
2019	Madden Media - Site Retargeting - Visit Florida Co-Op Partner	11/01/2019 - 08/30/2019	50,000.00	online digital advertising
2019	Visit Florida Grant - Red Tide #9119 - Miles Media - Google Content	Oct-Sept 2019	22,500.00	Online /digital advertising
2019	Visit Florida Grant - Red Tide #9075 - Various Online/digital advertising - Spectrum, Netweave	Oct-Sept 2019	70,879.40	Online /digital advertising
July 2018	Visit Florida - Partnership Dues	7/1/2019 - 06/30/2020	4,399.87	Membership Dues
November 2018	2018 Florida Encounter Conference & Trade Show, Bonita Springs, FL	11/28-30/2018	3,500.00	Booth registration/sponsorship
November 2018	World Travel Market (WTM) - London, UK	11/5-6/2018	10,160.00	Registration a seg1222
November 2018	World Travel Market (WTM) Dinner - London, UK	11/5-6/2018	300.00	For Kelly Clark in attendance at WTM
January 2019	2019 Visit Florida - Official Visitor Guide (Vacation Guide) - Miles Media	1/1/2019	16,601.00	Advertising - Full Page
January 2019	Florida Huddle, Appointment based Trade Show, Daytona Beach, FL	1/08-10/2019	3,195.00	Booth Registration
January 2019	VF Germany - Brochure Distribution - Dusseldorf Event in Messe, Germany	1/19-27/2019	400.00	Media Kit
February 2019	2019 Visit Florida Official Travel Guide UK - BMI Publishing	2/12/2018	9,460.00	Advertising - Full Page
March 2019	Undiscovered Florida 2019 - VF State - Visit Florida Welcome Centers		\$ 14,630.00	advertising -
June 2019	Visit Florida-Virtual Sunshine Munich Media Reception-press release/media kit (no personal attendance at the event) - Germany	6/6/2018	200.00	Media Kit
June 2019	Visit Florida - 2019-2020 Official Welcome Center Brochure Rack Space Lease Program	7/1/2019 - 06/30/2020	2,401.90	Rack Space Lease
June 2019	IPW Reception - partnership with other west coast CVB's - Rock the Beaches at IPW Anaheim, CA	6/1-5/2019	10,000.00	
<b>TOTAL</b>			<b>\$ 218,627.17</b>	

**ITEMIZED  
TRAVEL  
AND  
ENTERTAINMENT  
EXPENDITURES**

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB) - (TOT - FUND 103)  
TRAVEL & ENTERTAINMENT EXPENDITURES  
FY2019 (FOR THE PERIOD ENDING 9/30/2019)

MONTH	DATE	DESCRIPTION/PURPOSE	LOCATION	ATTENDEE	REGISTRATION	BOOTH	TRANSPORTATION	LODGINGS	GAS/UEL	MEALS/Per Diem	ENTERTAINMENT	PARKING	OTHER	SPONSORSHIP	TOTAL
October	10/01-4/2018	Teams Sports Conference & Expo	Louisville, KY	Sean Walter	\$4,543.00	\$416.87	\$302.68	\$1,154.68		\$208.00		\$85.00	\$1.00		\$7,544.61
October	10/01-4/2018	Teams Sports Conference & Expo	Louisville, KY	Antonio Saviano			\$54.50	\$554.82		\$110.00		\$39.00	(\$1.94)		\$1,248.38
October	10/1/2018	PSAE Education Expo	Tallahassee, FL	Aimee Blewler	\$1,000.00			\$204.00		\$70.44					\$1,274.44
October	10/17-19/2018	Chicago Media Event	Chicago, IL	Kelly Clark			\$358.18	\$523.62		\$108.00		\$50.00	\$60.00		\$1,099.80
October	10/19-20/2018	Atlanta Sales Mission	Atlanta, GA	Elliott Falcone			\$387.12	\$182.49		\$0.00	\$296.10				\$872.71
October	10/25-28/2018	DUSE Travel Leaders Travel Expo & AAA Sales Calls	Portland, ME	Aimee Blewler	\$1,650.00			\$400.69		\$168.00		\$52.00	\$40.00		\$2,827.67
November	11/5-7/2018	World Travel Market Conference	London, UK	Kelly Clark	\$300.00	\$10,160.00	\$1,349.96	\$1,037.12	\$7.77	\$584.00			\$21.06		\$13,472.14
November	11/7/2018	MPI Monthly Education Meeting - November	Dunedin, FL	Aimee Blewler	\$40.00										\$40.00
November	11/8/2018	PSAE November Central FL Power Luncheon	Tampa, FL	Aimee Blewler	\$35.00			\$47.96							\$82.96
November	11/9-14/2018	Connect Faith 2018	Cincinnati, CA	Aimee Blewler	\$4,250.00			\$48.40		\$516.17		\$72.00	\$14.00		\$5,042.57
November	11/14-16/2018	FADMO Annual Meeting	Pensacola Beach, FL	Sean Walter	\$245.00			\$529.29		\$110.00		\$89.00			\$1,314.59
November	11/16-17/2018	PSC Sales Meeting with AS Roma	Boston, MA	Elliott Falcone			\$619.85	\$353.65		\$53.00	\$204.92	\$26.00			\$1,297.43
November	11/16-17/2018	PSC Sales Meeting with AS Roma	Boston, MA	Antonio Saviano			\$630.51	\$353.65		\$70.00		\$26.00			\$1,080.16
November	11/23-27/2018	New York Media Event - Madison Square Garden	New York, NY	Kelly Clark			\$738.30	\$684.91		\$108.00		\$54.00	\$140.00		\$1,675.21
November	11/28-30/2018	Florida Encounter	Bonita Springs, FL	Aimee Blewler		\$3,500.00		\$122.08		\$507.20		\$82.00			\$4,544.56
December	12/04-05/2018	Pittsburgh Sales Mission	Pittsburgh, PA	Elliott Falcone			\$406.92	\$325.00	\$22.75	\$53.00	\$2,431.39	\$34.68			\$3,274.04
January	01/08-10/2019	Florida Huddle Travel Trade Show	Daytona Beach, FL	Kelly Clark	\$2,700.00			\$420.00		\$43.00					\$3,203.00
January	01/08-10/2019	Florida Huddle Travel Trade Show	Daytona Beach, FL	Kasara Morison	\$495.00	\$749.83	\$31.34	\$482.00		\$43.00	\$123.72				\$1,804.69
January	01/09-13/2019	United Soccer Coaches Conference	Chicago, IL	Sean Walter											\$0.00
January	01/09-13/2019	United Soccer Coaches Conference	Chicago, IL	Antonio Saviano	\$1,325.00	\$928.05	\$355.92	\$865.25		\$285.00		\$56.00	\$97.01		\$3,892.23
January	01/17-20/2019	AAA Sales Calls & Cincinnati Boat & Travel Show	Cincinnati, OH	Aimee Blewler	\$587.10	\$715.49	\$523.06	\$506.80	\$6.16	\$284.00		\$66.00	\$394.80		\$3,083.41
January	01/21-25/2019	Adrian Award & PMA Show	New York, NY	Kelly Clark			\$439.29	\$771.32		\$163.00		\$84.11	\$90.00		\$1,517.72
January	01/25-29/2019	ABA Marketplace	Louisville, KY	Aimee Blewler	\$1,545.00	\$1713.51	\$299.14	\$1,446.90		\$210.00		\$108.00	\$780.00	\$3,500.00	\$9,302.55
January	01/25-29/2019	ABA Marketplace	Louisville, KY	Sable Santana	\$700.00		\$248.10	\$1,098.90		\$210.00		\$80.00			\$2,336.00
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